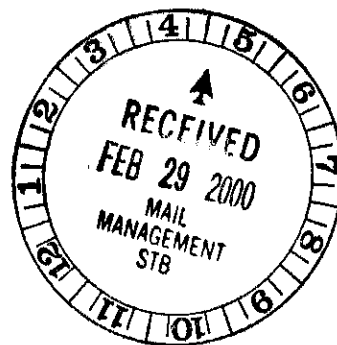


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FEB 29 2000

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February 21st 2000

Secretary
U.S. Surface Transportation Board
1925 K Street, N.W.
Washington, DC 20423-0001

Dear Secretary:

My name is Erik Klehr and I work for a warehousing company that depends on quality rail services. While our local rail service has been good, we have seen the loss of a significant amount of our business that use to originate on BNSF rails which now bypass our warehouse entirely and travels via truck.

What really concerns me is if the BNSF and CN railroads are allowed to merger they will become even more disinterested in opportunities of less than unit train volumes!

BNSF has clearly demonstrated they are not interested in serving any smaller customers thereby effectively killing any opportunities for a small rail potential ever to bloom into a larger account.

Doesn't a railroad have a responsibility to serve customers large and small?

I realize the industry is deregulated however what I don't understand is how our government would allow the continual consolidation and total lack of real competition that is creating a bad attitude towards small customers at BNSF.

That is what has personally hurt my place of employment. Can the STB in good conscience allow the BNSF/CN merger based on their past actions not to mention the destruction of any real competition?

Obviously BNSF doesn't feel the need to compete all that hard, a BNSF/CN combination will only lessen the competitive spirit that is essential in keeping railroads like BNSF interested in going after all customers big and small.

Please, for the future of hard working citizens like me all around the country say no to the proposed BNSF/CN merger.

Sincerely,

Erik Klehr

